

## Message Text

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ACTION EB-11

INFO OCT-01 EUR-25 ISO-00 SSO-00 INRE-00 CAB-09 CIAE-00

COME-00 DODE-00 DOTE-00 INR-10 NSAE-00 RSC-01 FAA-00

L-03 TRSE-00 NSC-07 NSCE-00 PA-04 PRS-01 USIE-00

DRC-01 /073 W

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O R 171553Z MAY 74

FM AMEMBASSY PARIS

TO SECSTATE WASHDC IMMEDIATE 9227

INFO AMEMBASSY LONDON

UNCLAS PARIS 12020

FOR STATE, CAB AND DOT

E.O. 11652: N/A

TAGS: ETRN, FR

SUBJECT: CIVAIR: TRILATERAL TALKS ON FARES

1. ECAC SECRETARIAT HAS SENT US FOLLOWING TENTATIVE  
AGENDA WHICH IS SUGGESTED FOR MAY 22 TRILATERAL TALKS  
ON FARES (SCHEDULED TRAFFIC).

"A. EXCHANGE OF INFORMATION ON THE ECONOMIC  
SITUATION ON THE NORTH ATLANTIC

1. COSTS AND PROFITABILITY OF AIR SERVICES

(SCHEDULED AND NON SCHEDULED) IN 1974

2. DEVELOPMENT OF COSTS AND DEMAND IN THE

NEAR FUTURE

B. REVIEW OF IDEAS FOR NEXT YEAR'S ACTION:

-- DEVELOPMENTS IN IATA

-- GOVERNMENTS APPROACHES:

1. RATE INCREASE DUE TO RISE IN FUEL COSTS

2. DIALOGUE BETWEEN IATA AND NON SCHEDULED

COMPANIES ON PRICING ARRANGEMENTS

3. LEVEL AND STRUCTURE OF SCHEDULED FARES

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4. CAPACITY PROBLEMS

C. SPECIAL QUESTION: MAJORITY DECISIONS IN IATA

RATE-MAKING MACHINERY

D. FOLLOW UP OF THE TALKS

E. IF TIME PERMITS:

1. PROCEDURES FOR THE ESTABLISHMENT OF TARIFFS

2. IMPACT OF CURRENCY EXCHANGE PROBLEMS ON

FARES."

2. DOZ OF ECAC SECRETARIAT, COMMENTING TO US ON ABOVE DRAFT AGENDA, SAID THAT OVERRIDING CONCERN OF ECAC DELS IS HOW TO CUT LOSSES FOR SCHEDULED CARRIERS ON NORTH ATLANTIC, WHICH ARE CURRENTLY ESTIMATED AS LIKELY TO LOSE \$300 MILLION FROM JUNE 1974 TO JUNE 1975. ECAC DELS WILL WANT TO FOCUS DISCUSSION ON DECISIONS THAT CAN BE TAKEN TO REDUCE THIS LOSS AND THEY LOOK TO PARIS MEETING TO HAVE IMPACT ON OUTCOME OF IATA CONFERENCE NEXT MONTH AT FORT LAUDERDALE. SPECIFIC POINTS THAT ECAC DELS WILL RAISE INCLUDE QUESTION OF AMOUNT BY WHICH FARES SHOULD BE INCREASED, WHAT IS LOWEST FARE THAT SHOULD BE ADOPTED, AND WHAT SHOULD BE DONE ABOUT PRICE CONTROL OF CHARTERS.

IRWIN

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** CIVIL AVIATION, MEETING AGENDA  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 17 MAY 1974  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1974PARIS12020  
**Document Source:** CORE  
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**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
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**Office:** ACTION EB  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** boyleja  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 25 OCT 2002  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <25 OCT 2002 by elyme>; APPROVED <07 JAN 2003 by boyleja>  
**Review Markings:**

Declassified/Released  
US Department of State  
EO Systematic Review  
30 JUN 2005

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** CIVAIR: TRILATERAL TALKS ON FARES  
**TAGS:** ETRN, FR, ECAC  
**To:** STATE  
**Type:** TE  
**Markings:** Declassified/Released US Department of State EO Systematic Review 30 JUN 2005